

Alcorn Publication Design

P.O. Box 1349, Graeagle, CA 9610

Shipping: 17 Moccasin Trail, Graeagle, CA 96103

Main: 530.836.1302

Internet: www.alcorndesign.com

Founded: 1986

Alcorn Publication Design is a full-service design firm offering award-winning book design and production since 1986. We specialize in scholarly, trade, fine art, and illustrated books for university presses, museums, trade publishers, and self-publishers. Services include cover and jacket design, complete interior design, and layout through composition, prepress, and manufacturing specifications. And we often advocate on our clients' behalf to find the best printing sources worldwide.

Key Personnel

Principal/Designer: David Alcorn, david@alcorndesign.com

Business Manager: Judy Alcorn, judy@alcorndesign.com

CATEGORY: Design/Prepress

Alexanders Print Advantage

245 South 1060 West

Lindon, UT 84042

Main Phone: 801-224-8666

Toll Free: 800-574-8666

Fax: 801-224-0446

Internet: www.alexanders.com

Founded: 1979

Alexander's provides full service publisher support from Content Development and Editing, to book production, marketing and shipping and fulfillment. Additionally, we are experts in helping our customers develop a successful web presence for their company or product.

Key Personnel

President: Jeff Alexander, jeffa@alexanders.com

Senior Vice President: Doyle Mortimer, doylem@alexanders.com

Publishing Specialist: Barry Merrell, barrym@alexanders.com primary contact

Categories: Illustrator/Graphic Design, Marketing/Public Relations, Printer/Manufacturer, Publisher Training, Warehouse/Fulfillment

Alice Levine Editorial Services

585 Juniper Avenue, Boulder, CO 80304

Main/Fax: 303.447.0799 (call before faxing)

Internet: www.alicelevine-editorial.com

Founded: 1971

Join the many publishing companies that have profited from my editorial expertise. I offer tailor-made consultations, interactive workshops, hands-on training sessions for your editorial staff, skillful manuscript evaluations, and proficient editorial services.

Key Personnel

Alice Levine, alevineed@aol.com

CATEGORY: Editorial Services

Amnet Systems

110 West Main Street, Urbana, IL 61801

Main: 217.954.0130

Internet: www.amnet-systems.com

Founded: 2000

Ranked seventh out of 2,751 offshore companies worldwide by The Black Book of Outsourcing in 2010, Amnet is the only publishing-service provider to make its top 10 list. Amnet's 1,600 employees provide a variety of services for the publishing community, including, but not limited to, e-book/XML conversions, page composition, art rendering, and light copyediting. Amnet offers incredible quality services at India-direct prices.

Key Personnel

Director of North American Operations: Molly Redenbaugh, mredenbaugh@amnet-systems.com

CATEGORIES: Design/Prepress, Digital Publishing Services, Editorial Services/Indexer, Illustrator/Graphic Design

Amy Rost Editorial Services

Arvada, CO

Main: 720.583.2303

Founded: 2003

Amy Rost has been editing trade nonfiction for more than 16 years and worked on more than 160 books. Her services for publishers include developmental and content editing, copyediting, book construction (e.g., anthology compilation), artwork research and editing, securing reprint permissions, proofreading, and type-coding manuscript files. For authors, she also offers new-project consultations, self-editing tutorials, query letter and proposal assistance, and manuscript critiques.

Key Personnel

Amy Rost, amy@arosteditorial.com

CATEGORY: Editorial Services/Indexer

Asia Pacific Offset, Inc.

870 Market Street, Suite 801, San Francisco, CA 94102

Main: 415.433.3488 Fax: 415.433.3489

Toll-free: 800.756.2309
Internet: www.asiapacificoffset.com
Founded: 1997

Asia Pacific Offset is one of the world's leading print-management companies. Together with our partners in Hong Kong and China, we guarantee beautiful printing and exceptional service at competitive prices. Our dedicated sales team supports our clients in all aspects of every project. Asia Pacific Offset has sales offices in the USA, UK, Spain, Mexico, Poland, Australia, and New Zealand.

KEY PERSONNEL

President: Andrew Clarke, 202.462.5436, andrew@asiapacificoffset.com
San Francisco Sales Director: Amy Armstrong, amy@asiapacificoffset.com
San Francisco Sales Representative: Veronica Haas, veronica@asiapacificoffset.com
San Francisco Production Coordinator: Elizabeth Tinajero, elizabeth@asiapacificoffset.com

CATEGORY: Printer/Manufacturer

Bang Printing

Corporate Head Quarters
3323 Oak Street, Brainerd, MN 56401
West Coast Facility
26210 Avenue Stanford, Valencia, CA 91355
Main: 218.829.2877 Fax: 218.829.7145

Toll-free: 800.328.0450

Internet: www.bangprinting.com

Founded: 1899

Bang Printing is a competitively priced, full-service book manufacturer offering one-, two-, and four-color book printing. We offer web, sheet-fed, and digital printing, as well as a complete in-house bindery, including perfect, layflat, saddle stitching, case binding, and mechanical binding. We can also provide warehousing and fulfillment for a complete one-stop shop. Bang Printing is competitive in runs from 20 books up to 1 million copies and can also produce other book materials, such as kitting, e-books, and duplication. Bang Printing has multiple plant locations in Minnesota and California to fit your logistical needs. Please contact us today for a quote!

Key Personnel

Vice President of Sales: Todd Vanek, 218.822.2124, toddv@bangprinting.com
Northwest Sales/Customer Service: Justin Smith, 218.822.2122, justins@bangprinting.com

CATEGORIES: Printer/Manufacturer, Digital Publishing Services

Barbara Haines Design

601 Wellesley Drive SE, Albuquerque NM 87106-2319
Main: 505.254.2897
Internet: www.barbarahainesdesign.com
Founded: 2002

Barbara Haines (formerly Barbara Jellow) has been a designer of award-winning books for over twenty years. After working on staff at the University of New Mexico Press and University Press of California, she now works on a wide variety of publishing projects through her independent design studio in Albuquerque.

Key Personnel

Barbara Haines, bhaines3@comcast.net

CATEGORIES: Design/Prepress, Illustrator/Graphic Design

Beebleo Inc.

5230 Makalena Street, Honolulu, HI 96821

Main: 808.382.9619

Internet: www.readerie.com

Founded: 2011

With Beebleo Inc.'s Readerie, users rent an e-book for 45 days, and when they're done, they share it with their existing social networks via their e-bookshelf. They get rewarded every time a friend rents an e-book via their e-bookshelf. Authors and publishers get paid every time an e-book is passed along and read. In short, the Readerie is crowd-sourced e-book rentals.

KEY PERSONNEL

CEO: Arnie Yew, 808.382.9619, arnie@readerie.com

President: Russel Cheng, 808.391.8424, russel@readerie.com

Bolton Associates, Inc.

222 Jewell Street, San Rafael, CA 94901

Main: 415.454.8778 Fax: 415.454.9603

Internet: www.boltonprinting.com

Founded: 1986

We are a niche, hands-on printing brokerage working mainly overseas in Asia. We specialize in working with small or new publishers, artists, and photographers who desire affordable, high-quality, full-color books. We match your printing needs to our award-winning printers in Hong Kong, China, Korea, the United States, and Canada who best fit the overall requirements of your project. Quality control is the number one priority for us, while our printers provide affordable solutions. Meeting schedules are also at the top of our list. Our many long-term clients are testaments to our outstanding, consistent quality and our continuing quest for better pricing and expanded capabilities. We welcome newcomers, and our new Web site will walk you through the steps required to make printing overseas a fantastic journey. We look forward to helping you get started. We love books—and it shows.

Key Personnel

Joanne Bolton, joannebolton@earthlink.net

CATEGORY: Printer/Manufacturer

BookComp, Inc.

6124 Belmont Avenue NE, Belmont, MI 49306

Main: 616.774.9700 Fax: 616.774.4445

Internet: www.bookcomp.com

Founded: 1989

BookComp, Inc., is a publishing services company located in the Grand Rapids, Michigan area. BookComp, Inc., provides editorial, design, composition, indexing, and project-management services for publishers of varying disciplines across the nation.

KEY PERSONNEL

President & Sales Director: Jon Dertien, x11, jd@bookcomp.com

Production Manager: Carol Bifulco, x10, production@bookcomp.com

CATEGORIES: Design/Prepress, Digital Publishing Services, Editorial Services/Indexer, Illustrator/Graphic Design

BookMobile

5120 Cedar Lake Road, Saint Louis Park, MN 55416

Main: 763.398.0030 Fax: 763.398.0198

Toll-free: 800.752.3303

Internet: www.bookmobile.com

Founded: 1982

BookMobile provides state-of-the-art digital-publishing services to publishers. From high-quality short printing to app development and quality e-book conversions, e-book distribution to all major channels, and e-book hosting and fulfillment (sell DRM protected e-books from your own Web site), Bookmobile is your digital solution. For more than a decade, BookMobile has been providing outstanding digital printing and is known for quality, service, turnaround, flexibility, and competitive pricing. Print on demand (one at a time) with drop shipping is also available. Environmentally conscious, BookMobile offers customers a variety of post-consumer recycled papers and uses wind power.

Key Personnel

National Accounts Manager: Jeanne Weinkle, 312.330.8036, jweinkle@bookmobile.com

Marketing & Publisher Services Manager: Nicole Baxter, 800.752.3303, x126, nbaxter@bookmobile.com

President: Don Leeper, 800.752.3303, x124, dleeper@bookmobile.com

CATEGORIES: Digital Publishing Services, Printer/Manufacturer, Design/Prepress, Distributor/Wholesaler

Bowker

630 Central Avenue, New Providence, NJ 07940

Main: 888.269.5372

Internet: www.bowker.com

Founded: 1872

Bowker is the world's leading provider of bibliographic information and management solutions designed to help publishers, booksellers, and libraries better serve their customers. Creators of products and services that make books easier for people to discover, evaluate, order, and experience, the company also generates research and resources for publishers, helping them understand and meet the interests of readers worldwide. Bowker, an affiliated business of ProQuest, is the official ISBN agency for the United States and its territories, with operations also in England and Australia.

KEY PERSONNEL

Data Services Director: Patricia Payton, patricia.payton@bowker.com

Identifier Services Director: Beat Barblan, beat.barblan@bowker.com

Sales Director: Charlie Friscia, charlie.friscia@bowker.com
E-Commerce Product Director: Pete Previte, pete.previte@bowker.com
Marketing Manager: Natalie Piccotti, natalie.piccotti@bowker.com
CATEGORY: Publishing Service Provider

Brenda Hadenfeldt Freelance Editorial

241 Remuda Lane, Lafayette, CO 80026
Main: 303.664.0426
Founded: 2007

A publishing professional since 1994, with experience in book development and acquisitions, Brenda provides freelance editorial services, including proposal and manuscript development, substantive and development editing, copyediting, proofreading, writing, and communications consulting. She has specialized experience with college textbooks and academic books in the social sciences and is equally at home with projects ranging from nonfiction trade books to nonprofit newsletters. Her clients include academic, textbook, and nonfiction publishers; book packagers; authors; businesses; and nonprofit and professional organizations.

Key Personnel

Brenda Hadenfeldt, brendajh@mac.com

CATEGORY: Editorial Services/Indexing

Bright Light Graphics

4856 SE Flavel Dr.
Portland OR 97206
Main Phone: 503.501.6031
Internet: www.brightlightgraphics.com
Founded: September 2011

Bright Light Graphics: "Making Your Work Shine". We specialize in book cover and book interior design. We help self-publishing authors to transform their manuscript into an actual printed book or eBook. We design book covers and book interiors, and oversee the printing process. Also do we work for publishing houses: designing marketable book covers and professionally laid out book interiors, that enhance the marketability of their authors. In addition we provide marketing and branding materials such as logo design, flyers and business cards, that help promote books and business.

Key Personnel

Owner and Designer: Lieve Maas, 503.501.6031, info@brightlightgraphics.com

CATEGORY: Book Design/Prepress

C & C Offset Printing Company

P.O. Box 82037, Portland, OR 97282-2632
516 SE Morrison Street, Suite 307, Portland, OR 97214

Main: 503.233.1834 Fax: 503.233.7815
Internet: www.candcprinting.com
Founded: 1980

C & C Offset Printing Company is a Chinese-based printer specializing in books, with offices in Portland, Oregon; Chicago; and New York City to serve North American publishers. We offer complete services, including prepress, computer-to-plate printing, full bindery, and shipping. Our focus is two-, four-, five-, and six-color books and catalogs, in a wide selection of binding styles. C & C has been awarded ISO 9002 and the latest ISO 14001 Environmental Management Certification. FSC certified.

Key Personnel

Executive Vice President: Simon Chan, 212.431.4210, schan@ccoffset.com

Sales Manager: Vicki Lundgren, 503.233.1834, vlundgren@ccoffset.com

CATEGORY: Printer/Manufacturer

CDS

2661 South Pacific Highway, Medford, OR 97501

Main: 541.773.7575 Fax: 541.773.1832

Toll-free: 800.388.7575

Internet: www.cdspublications.com

Founded: 1906

Our logo isn't the only thing that's changed at CDS. In addition to traditional offset printing and binding services, we operate 23 digital presses 24/7 to provide customized and limited editions of short- to medium-run books, catalogs, and educational supplements. We also have an expert project-management team ready to construct customized online print and fulfillment programs to help you automate and manage entire segments of your business.

We've globalized by adding facilities on four continents, complete with expert quality control and customer-service personnel to seamlessly distribute and print our customers' worldwide requirements.

Wrap this up with our recently added Grand Format capabilities to give you a complete solutions package—all from CDS.

Key Personnel

President: Steve Brown, 541.734.7862, sbrown@cdspubs.com

Vice President, Sales & Marketing: Jack Hatfield, 541.734.7816, jhatfield@cdspubs.com

Business Development Manager: Molly Mullane, 541.618.3274, mmullane@cdspubs.com

Senior Sales Representative: Michele Bisson Savoy, 707.744.8636, msavoy@cdspubs.com

CATEGORY: Printer/Manufacturer

Please see our ad on page XX

Central Plains Book

Division of Sun Graphics LLC

P.O. Box 648, Arkansas City, KS 67005

105 East 5th Avenue, 2nd Floor, Arkansas City, KS 67005

Toll-free: 877.278.2726 Fax: 620.442.6748

Internet: www.centralplainsbook.com, www.sun-graphics.com

As part of the Sun Graphics team, we offer full-color printing as well as traditional book printing and binding. All our color printing is done on state-of-the-art, full-color, sheet-fed presses. We also have a full design department to assist you with your ideas for covers, books, brochures, and flyers. We solely use PUR glue for all our perfect binding. Other options include saddle stitching, mechanical bindings, and case binding. All our printing and binding is done entirely in the United States. We have fast turn times and exceptional customer service. We encourage you to visit our Web sites to learn more about us. You may also go online and request a quote, or call us on our toll-free number. We look forward to having the opportunity to talk to you!

Key Personnel

Sales Manager: Becky Pate, bpate@centralplainsbook.com

Account Representative: Melody Morris, mmorris@centralplainsbook.com

CATEGORY: Printer/Manufacturer

CGX Publishing Solutions

14701 East 38th Ave

Aurora, CO 80108

Main: 720-840-8888

Fax: 469-621-8192

Internet: cgxpublishing.com

Founded: CGX is a division of Consolidated Graphics

CGX Publishing Solutions has state of the art digital web presses with short run price points that are competitive with long run conventional printing. We are allowing publishers to produce smaller quantities and free up cash from expensive inventory. We are located in Colorado with production capabilities all over the US. We also have full warehouse, translation, mailing and kitting services to complement our conventional and wide-format manufacturing capabilities to meet any of your needs.

Key Personnel

Darin Armbrrecht, 720-840-8888

Category: Decorative cover materials, Design/Prepress, Digital Publishing Services, Exhibit Services, Illustrator Graphic Design, Online Services/Software, Printer/Manufacturer, Warehouse/Fulfillment.

Charles Allen Imaging Experts

131 North San Gabriel Boulevard, #108, Pasadena, CA 91107

Main: 626.795.1053 Fax: 626.795.0714

Internet: www.charlesallen.com, www.caieprinting.com

Founded: 1981

We print award-winning books and create complementary, enhanced e-books. We do books in black and white and in color, in different shapes and sizes (coffee tabletop and super size), and hardbound and softbound versions (in same print run). All prepress, color management, and proofing is done by us, here in Pasadena. We are highly calibrated with our overseas Korean printing partners. Bindery

selections and material samples are extensive and amazing. We save our clients money and can deliver in three to six weeks.

For print books, our services include providing high-end digital photography and scanning, retouching, manipulation, clipping paths, digital-file problem solving, graphic and book design, production layout, color management, prepress and proofing, overseas printing and bindery, packaging, and Door-to-door shipping.

For enhanced e-books, we research, prepare, edit, and format the content; create content, including images, 360-degree views, video, and sound; add motion and interactive elements; design the layout (vertical/horizontal viewing); and put together the how-to guide, navigation, captions, titles, icons, buttons/links, etc.

Other services include photography, videography, website design, and DVD production.

Key Personnel

Digital Guy: Charles Allen, charley@charlesallen.com

Business Lady: Doreen Chen, doreen@charlesallen.com

CATEGORIES: Design/Prepress, Printer/Manufacturer, Digital Publishing Services

Charlie Clark Books LLC

P.O. Box 42228, Portland, OR 97242

Main: 503.703.7217 Fax: 503.213.9769

Internet: www.charlieclarkbooks.com

Founded: 2007

Charlie Clark Books is an award-winning, fee-for-service consulting firm that assists publishers with book development, design, and production. We specialize in working with small and independent publishers who need access to production expertise, but who do not have a full-time production manager on staff. We help publishers establish design goals, prepare specifications, evaluate bids, choose printers, and monitor production. We assist with all types of book projects, with a particular emphasis on illustrated books, overseas printing, and sustainable production options.

Key Personnel

Charlie Clark, charlie@charlieclarkbooks.com

CATEGORY: Business Consultant

Chuckwalla, Inc.

4633 Old Ironsides Drive, Suite 290, Santa Clara, CA 95054

Main: 408.330.8700 Fax: 408.235.1712

Toll-free: 800.632.7401

Internet: www.chuckwalla.com

Founded: 1992

An innovator of digital asset management technology since 1992, Chuckwalla empowers customers to manage digital asset lifecycles across extended value chains in publishing, marketing, and learning. Its flagship software suite, Chuckwalla v7, enables publishers to leverage emerging digital distribution opportunities, including e-books, while improving traditional publishing functions. It offers content and workflow management capabilities, spanning diverse editorial, production, and distribution processes. Chuckwalla v7 is available either as an on-premise deployment or via SaaS (Software as a Service). Leading book publishers such as CBS/Simon & Schuster, W.W. Norton & Co., and United Methodist Publishing House trust Chuckwalla for their mission-critical, multichannel publishing and marketing applications.

KEY PERSONNEL

Vice President, Sales and Marketing: Jon Lewis, 408.330.8710, jlewis@chuckwalla.com
CATEGORY: Online Services/Software

C-M Books/Cushing-Malloy, Inc.

1350 North Main Street, Ann Arbor, MI 48104
Main: 734.663.8554 Fax: 734.663.5731
Toll-free: 888.295.7244

Internet: www.cushing-malloy.com, www.c-mbooks.com
Founded: 1948

Complete book manufacturing since 1948. For short- to medium-run book production, nobody does it better. Now offering e-book conversion and print-on-demand. Contact C-M Books today for all of your book production needs. "Where Books Are Bound For Greatness."™

Key Personnel

President: Thomas F. Weber, tfweber@cushing-malloy.com
Sales Manager: Steve Kehoe, skehoe@cushing-malloy.com

CATEGORY: Printer/Manufacturer

Please see our ad on back cover.

Color House Graphics, Inc.

3505 Eastern Avenue, Grand Rapids, MI 49508
Main: 800.454.1916 Fax: 616.245.5494
Internet: www.colorhousegraphics.com

Founded: 1987

Color House Graphics is a book manufacturer that specializes in short and medium print runs. We provide both short-run digital and offset book manufacturing. Books can print in black and white, two-color text, and four-color text. We also provide several cover printing and finishing options. All book-binding styles, including soft- and hardcover, are available.

Key Personnel

Director of Sales: Phil Knight, x240, 616.291.7696 (cell), pknight@colorhousegraphics.com
Marketing Coordinator: Haley Barrett, hbarrett@colorhousegraphics.com
Sales Representative: Sandy Gould, x242, sandy@colorhousegraphics.com
Midwest Regional Sales: Mike Hetfield, mikeh@colorhousegraphics.com
Account Executive: Heather Beach, x227, hbeach@colorhousegraphics.com
Account Executive: Dee Duncan, x228, dee@colorhousegraphics.com

CATEGORIES: Printer/Manufacturer, Digital Publishing Services

Please see our ad on page XX

Combined Book Exhibit

277 White Street, Buchanan, NY 10511
Main: 914.739.7500 Fax: 914.739.7575
Toll-free: 800.462.7687

Internet: www.combinedbook.com, www.thebookcheckout.com, www.newtitleshowcase.com,
www.pubmatch.org

Founded: 1933

With over 75 years of experience, the Combined Book Exhibit allows you to market your books—and now e-books—over 20 publishing industry-related events annually, including library, education, and international trade shows. An exhibit catalog accompanies each show, listing all pertinent book, company, and contact information—all of which is also included on an online, searchable database at www.thebookcheckout.com. Other marketing opportunities available are their two unique, monthly newsletters and their Web site www.pubmatch.com, where you can connect with other publishers, authors, and agents to expand your reach in the worldwide publishing community.

Key Personnel

President: Jon Malinowski, jon@combinedbook.com

Key Accounts & Sales Director: Peter Birch, pbirch@combinedbook.com

Marketing, Advertising, & Editorial Manager: Seth Dellon, seth@combinedbook.com

CATEGORIES: Exhibit Services, Marketing/Public Relations

Copyright Clearance Center

222 Rosewood Drive, Danvers, MA 01923

Main: 978.750.8400 Fax: 978.646.8600

Toll-free: 800.982.3887

Internet: www.copyright.com

Founded: 1978

Copyright Clearance Center (CCC) creates innovative licensing solutions for the seamless sharing of knowledge. CCC's licensing services, combined with its Web-based applications and tools, allow tens of millions of people in corporations, universities, law firms, and government agencies to use and share published information with ease. Since its founding as a not-for-profit company in 1978, CCC has created and expanded the markets and systems that facilitate content reuse and the distribution of royalties to rights-holders around the world.

Key Personnel

Director, Business Development: Christopher Kenneally, 978.646.2705, chrisk@copyright.com,

CATEGORY: Permissions/Broker (reuse licensing)

Corvus: The Imprint Group

1635 South Fairfax Street, Denver, CO 80222

Main: 800.738.3961 Fax: 888.867.3869

Internet: www.corvuspublisherservices.com, www.imprintgroupwest.com

Founded: 2002

Corvus offers publisher representation services, sales, marketing, design, and project management.

KEY PERSONNEL

Principal: Derek Lawrence, derek@corvuspublisherservices.com

Principal: Margaret McCullough, margaret@corvusdesignstudio.com

CATEGORIES: Business Consultants/Broker, Design/Prepress, Marketing/Public Relations, Sales Representation

CyberWolf Inc.

1596 Pacheco, Suite 203, Santa Fe, NM 87505

Main: 505.983.6463 Fax: 505.946.6648

Internet: www.cyberwolf.com, www.ebookdownloadservice.com, www.acumenbook.com

Founded: 1988

CyberWolf Inc. is dedicated to helping publishers grow by providing easy-to-use and cost-effective technology solutions that allow our clients to focus on the business of publishing. The ACUMEN Book® business management system, PowerWeb Book® e-commerce platform, and the CyberWolf Download Service are used by a world community of publishers to effectively compete in the modern publishing environment.

Key Personnel

President: Larry Wolf

Vice President of Sales: Linda Masco, 505.946.6618, lmasco@cyberwolf.com

Publishing Technology Specialist: Benjamin Thomas, 505.946.6616, bthomas@cyberwolf.com

CATEGORIES: Online Services/Software, Digital Publishing Services

Dixon Cove Design

3412 Minute Man Drive, Fort Collins, CO 80526

Main: 970.226.2461

Internet: www.dixoncovedesign.com, and www.mihranturley.com

Founded: 1996

As illustrator of award-winning books, Joyce Mihran Turley specializes in hand-rendered images of nature and the national parks, providing interior illustration and book-cover-design services. She also offers info graphics, including diagrams, vector graphics, and spot illustration for books on exercise, crafts, business, and how-to topics. Joyce has collaborated with PubWest members on everything from full-color paintings to line art, from technical renderings to picture-book illustrations. Her book projects have been recognized by the National Association for Interpretation, the Association of Partners for Public Lands, the National Science Teachers Association, Skipping Stones magazine, PubWest, and the Mom's Choice® Awards.

View Joyce's extensive portfolio and see paintings from her newest books on her own Web sites and the Directory of Illustration Web site. Contact Joyce today for distinctive hand-rendered and digital graphics to enhance your publications!

Member of PubWest, Society of Children's Book Writers and Illustrators (SCBWI)

Key Personnel

Owner/Illustrator: Joyce Mihran Turley, jmturley@dixoncovedesign.com

CATEGORIES: Illustrator/Graphic Design

Don Gura Graphic Design, Inc.

1012 Berkeley Street, Boise, ID 83705

Main: 208.344.4105 Fax: 208.342.3516

Internet: www.dongura.com

Founded: 2004

With 15 years in the business, I have partnered with companies large and small to deliver maximum return on design. My client list includes VeloPress, Einstein Bros. Bagels, Motorola, Sara Lee, Verizon, Spiegel, McDonald's, Hewlett-Packard, Greybar Steel, and an array of small businesses and nonprofits. My services include book design, logos, corporate newsletters, brochures, sell sheets, packaging, trade-show graphics, spot illustrations, posters, annual reports, and e-mail blasts. I am a graduate of the renowned Portfolio Center in Atlanta, Georgia, and I spent much of my design career in Chicago.

Key Personnel

President: Don Gura, don@dongura.com

CATEGORY: Illustrator/Graphic Design

eBound

174 Spadina Avenue

Suite 306

Toronto, Ontario M5T 2C2

Canada

Main Phone: 416-487-6116

www.eboundcanada.org

Founded: 2009

eBOUND is a not-for-profit organization dedicated to advancing the engagement of independent publishers in the digital marketplace through support, training, education and digital services - from conversion to distribution and from strategy to execution.

Since eBOUND acts on behalf of 80+ publishers we are able to provide lower than market rates for best-in-class conversion and digital asset management, all through major suppliers, plus distribution to ebook vendors around the globe serving the retail, library and institutional markets.

eBOUND's professional development program includes workshops, round-tables, webinars and newsletters on every aspect of digital publishing providing the most relevant information when publishers need it most.

Key Personnel

*President & Chief Executive Officer: Robert Hayashi, 416-47-6116 x 236,
robert_hayashi@eboundcanada.org*

Director of Marketing & Communication: Eric Jensen, 416-487-6116 x 232 eric_jensen@eboundcanada.org

*Manager of Information Technology: Christen Thomas 416-487-6116 x 227,
christen_thomas@eboundcanada.org*

Digital Services Coordinator: Jasmine Der, 416-487-6116 x 227, jasmin_der@eboundcanada.org

Marketing & Program Developer: Jordan Knoll, 416-487-6116 x 233, Jordan_knoll@eboundcanada.org

Category: Digital Publishing Services

Ecological Fibers, Inc.

40 Pioneer Drive, Lunenburg, MA 01462

Main: 978.537.0003 Fax: 978.537.2238

Internet: www.ecofibers.com

Founded: 1972

Ecological Fibers, Inc., is the world's leading manufacturer and supplier of 100 percent solvent-free, FSC-certified, acrylic-coated covering materials for the book publishing and packaging industries.

Our acrylic-coated materials range from kraft-based papers to latex-impregnated materials. We also offer a large range of uncoated, FSC-certified, acid, lignin, and carbon-free, dyed-through kraft papers, as well as a full range of book cloths (both natural finish and acrylic coated) and flocked cover materials.

Key Personnel

President: John A. Quill, x119, jquill@ecofibers.com

Senior Vice President, Sales: Dave Robbins 978.537.0003, drobbins@ecofibers.com

Vice President, Book Group: Gary Snapp, 540.554.2267, gsnapp@ecofibers.com

Sales Representative: Cheryl Day, 978.537.0003, cday@ecofibers.com

Sales Representative: Jen Thomas, 815.323.1372, jthomas@ecofibers.com

Sales Representative: Glenn Schelich, 636.390.8319, gschelich@ecofibers.com

Director of Business Operations: Janice Paquette, x127, janice1@ecofibers.com

CATEGORIES: Decorative Cover Materials, Paper Supplier

Edwards Brothers Malloy

State Street Plant

2500 South State Street, Ann Arbor, MI 48104

Main: 734.769.1000 Fax: 734.913.1338

Jackson Road Plant

5411 Jackson Road, Ann Arbor, MI 48103-1865

Main: 734.665.6113 Fax: 734.665.2326

Toll-free: 800.722.3231

Internet: www.edwardsbrothers.com

| www.malloy.com

Founded: 1893, 1960

Formed in 2012 by the merger of Edwards Brothers, Inc. (established 1893) and Malloy Incorporated (established 1960), Edwards Brothers Malloy is the sixth largest book and journal manufacturer in the United States, with 900 employees and \$115 million in annual sales. The family-owned company has four offset production facilities in Ann Arbor, Michigan, and Lillington, North Carolina, as well as 11 digital book centers across the United States, Canada, and the United Kingdom. The company is also part of the Global Print Solutions™ worldwide distributed print alliance.

Edwards Brothers Malloy offers Life of Title® solutions to its customers through its use of digital, sheet-fed, and web-printing platforms. Our services include electronic prepress; digital short-run and print-on-demand; state-of-the-art offset presses, including the largest fleet of Timsons web presses in North America; one-, two- and four-color text printing; multicolor covers, dust jackets, and color inserts; UV; film lamination; Precision Spot Gloss; softcover, hardcover, and RepKover (layflat) binding; bind-in disk; packaging; mailing and order fulfillment; e-book conversion and distribution services; a comprehensive Web site with 24/7 online customer access; and quantities from 1 to 100,000.

Key Personnel

Account Executives (West Coast):

Mike Johnson, 951.587.8728, mjohnson@edwardsbrothers.com

Cathy Strider, 707.544.4640, cathy_strider@malloy.com

Bill Ralph, 510.623.9741, bill_ralph@malloy.com

Account Executive (CO, MN): Steve Schulz, 734.913.1317, sschulz@edwardsbrothers.com

Vice President, Sales & Marketing: Joe Upton, 800.722.3231, joe_upton@malloy.com

CATEGORY: Printer/Manufacturer, Digital Publishing Services

Elegance Printing (North America)

P.O. Box 42638, Portland, OR 97242-0638

Shipping: 2632 Southeast 25th Avenue, Portland, Oregon 97202-1285

Main: 503.789.3999 Fax: 503.296.2993

Internet: www.eleganceamerica.com, www.eleganceholdings.com

Founded: 1980

Elegance Printing (North America), a member of the Elegance Printing Group, is focused on producing books for the North American publishing community, with a focus on independent publishers. We are sympathetic to the unique needs of publishers making up the membership of PubWest.

Key Personnel

Managing Director: Edward Chan, 852.2516.2283 (Hong Kong), edward@eleganceamerica.com

Development & Marketing: Charlie Clark, 503.789.3999, charlie@eleganceamerica.com

CATEGORY: Printer/Manufacturer

FiberMark North America, Inc.

70 Front Street, West Springfield, MA 01089

Main: 413.533.0699 Fax: 413.535.2458

Toll-free: 800.843.1243

Internet: www.fibermark.com

Founded: 1969

FiberMark provides solutions in cover materials where performance and decoration are key. Whether you need foil stamping, screen printing, or offset printing, we have a wide range of products, including Corvon[®], Skivertex[®], Pajco[®], Kivar[®], Hyflex[®], and Multicolor[®]. Expertise in papermaking, latex saturation, coating technology, and converting makes FiberMark the worldwide leader in the decorative covering market. FiberMark is Forest Stewardship Council (FSC) certified (certificate code SW-COC-003054).

Key Personnel

Regional Sales Manager: Greg Wall, 530.748-5122, gwall@fibermark.com

Senior Vice President of Sales & Marketing: Brian McAlary, 413.539.5271, bmcalary@fibermark.com

Vice President of Sales: Kevin Archbald, 413.539.5219, karchbald@fibermark.com

Sales & Marketing Promotions Manager: Stella Alstede, 413.539.5273, salstede@fibermark.com

CATEGORY: Decorative Cover Materials

The Fisher Company LLC

7618 North La Cholla Boulevard, Tucson, AZ 85741

Main: 520.547.2460 Fax: 520.744.0944

Internet: www.thefishercompany.com

Founded: 2002

The Fisher Company offers strategic business consulting, focusing on sales and marketing, publishing operations, and business brokerage. We work with you to improve your financial capabilities and develop your business. We provide advice on how to increase profitability and add value to equity investments in publishing companies. We also provide management transition and exit strategies.

Key Personnel

Managing Director: Howard Fisher, howard.fisher@thefishercompany.com

CATEGORY: Business Consultant/Broker

ForeWord Reviews

425 Boardman Avenue, Traverse City, MI 49684

Main: 231.933.3699 Fax: 231.933.3899

Internet: www.forewordreviews.com

Founded: 1998

We are a review journal focusing exclusively on indie presses, with a readership of 20,000+ trade professionals who look to us for info on great books. We also have publisher services that include a fee for review service for those who missed our deadlines; trade show representation at global events, including Bologna, London, BEA, ALA, Beijing, Frankfurt, and Moscow; a busy website and two weekly e-newsletters; continuous education about editorial quality, covers, and review submissions; a popular book-award program for independently published titles.

ForeWord is simply more devoted to INDIE presses than any other publication out there.

Key Personnel

Publisher: Victoria Sutherland, victoria@forewordreviews.com

Editor-in-Chief: Julie Eakin, julie@forewordreviews.com

Sales: Stacy Price, stacy@forewordreviews.com

Marketing: Kimber Bilby, kimber@forewordreviews.com

Clarion Director: Jennifer Szunko, jennifer@forewordreviews.com

Editor at Large: Eugene Schwartz, eugenegs@aol.com

IT & Web Development: Brandon Frohs, Brandon@forewordreviews.com

Editorial Assistant: Claire Posner, Claire@forewordreviews.com

CATEGORY: Media Company

Four Colour Print Group

Main Office

2410 Frankfort Avenue, Louisville, KY 40206

Western Region Office

6309 North 16th Avenue, Phoenix, AZ 85015

Main: 502.896.9644 Fax: 502.896.9594

Internet: www.fourcolour.com, www.mytabletbooks.com

Founded: 1985

Four Colour Print Group manufactures museum-quality illustrated books in Asia and America. We help publishers get the best possible price and delivery schedule through the strategic print partnerships we've developed since 1985. We handle all proofing and prepress in the United States to save time and money, while providing the superior communication that keeps customers coming back for more. Because of the volume of work we print, we are able to negotiate preferred shipping rates and deliver books directly to your door. With delivery schedules of two to four weeks from our American plant and six to eight weeks from Asia, we can meet deadlines that our competitors cannot.

We now offer creation of e-books for illustrated book publishers at competitive prices. Our illustrated .ePub files look great on any e-reader: PC, tablet, or mobile phone. At MyTabletBooks.com, we offer publishers a free, custom-branded e-commerce web page to sell their e-books directly. Not only do publishers save 33 percent on fees, they get all the customer data, including e-mail address for future marketing efforts. We also upload our e-books to all major e-book retailers, including Amazon, Apple, and Barnes & Noble, and provide a consolidated monthly sales report by title for easy calculation of author royalties. Publishers receive 100 percent of the net revenues from the major e-book retailers, deposited directly to their bank.

Key Personnel

President/Owner: George Dick, x303, gdick@fourcolour.com

MyTablet Books Operations: Mark Gaff, x313, mgaff@fourcolour.com

Western Region Manager: Christopher Carpenter, 602.334.1143, ccarpenter@fourcolour.com

Great Plains Region Manager: Mike Daniels, 303.325.7876, mdaniels@fourcolour.com

Midwest Region Manager: Eric Taylor, x306, etaylor@fourcolour.com

Mid-Atlantic Region Manager: Rene Nedelkoff, 202.465.4625, rnedelkoff@fourcolour.com

Northeast Region Manager: Brian Olshansky-Lucero, 347.492.6391, bolshansky-lucero@fourcolour.com

CATEGORIES: Printer/Manufacturer, Design/Prepress, Digital Publishing Services

Friesens Corporation

Internet: www.friesens.com

Founded: 1907

Friesens, your premier book manufacturer, offers a complete start-to-finish production cycle in our 250,000-square-foot, climate-controlled, state-of-the-art facility. With in-house prepress, press, and bindery facilities, we ensure a smooth production flow for your project. Our book production includes prestige-quality hard- and soft-cover trade books, including children's, educational, art and photography books; cookbooks; and calendars.

Our reputation is built on one simple but solid foundation: "deliver what customers want, when and how they want it." D. W. Friesen's words are as alive at Friesens today as they were a century ago. We remain committed to serving you this year and in the years to come.

Key Personnel

Sales Representative: Tim Hewitt, 303.495.3336, timh@friesens.com

CATEGORY: Printer/Manufacturer

Global Interprint

2200 Range Avenue, Suite 101, Santa Rosa, CA 95403

Main: 707.545.1220 Fax: 707.545.1210

Internet: www.globalinterprint.com

Global Interprint is a book-printing brokerage for paper, print, and packaging projects.

Key Personnel

Ken Coburn, x101, ken@globalinterprint.com

Augusta Cobar, x108, augusta@globalinterprint.com

CATEGORY: Printer/Manufacturer

Greg Mowery Public Relations

3374 SE Holgate Boulevard, Portland, OR 97202

Main/Fax: 503.477.4832

Internet: www.stovetopreadings.com

Founded: 2006

Greg Mowery Public Relations (GMPR) provides complete publicity services for books and authors, from galleys to finished books, including prepublication publicity to magazines and other long-lead outlets, press kits, author tours, in-store promotion, Internet campaigns, book-review and other feature-media mailings, radio tours, and consulting on a variety of publishing issues for new authors. I have done hundreds of campaigns for best-selling authors Ken Follett, Erica Jong, Marianne Williamson, Rona Jaffe, and many others. GMPR has executed campaigns for Simon & Schuster, William Morrow, HarperCollins, Chronicle Books, Dutton, Crown, St. Martin's Press and many others. GMPR has developed a specialization in cookbooks, having worked closely on campaigns for Jacques Pepin, Dorie Greenspan, Deborah Madison, Martin Yan, Maida Heatter, as well as on Weight Watchers, Betty Crocker, and Pillsbury titles for Wiley, and many others. GMPR also acts as a consultant for cookbooks, advising on agents, publishers, cookbook proposals, and marketing. In 2009 I launched cookbook-review blog called www.stovetopreadings.com. I conceived and partnered with Carpe Diem Books and RLO Media Productions on The Oregonian Cookbook, which will be published in the fall of 2012.

Key Personnel

President: Gregory B. Mowery, gregorybnyc@yahoo.com

CATEGORY: Marketing/Public Relations

Hercules Freight Company

176 Snead Drive, Fairfield Glade, TN 38558

Main: 931.707.1434 Fax: 931.456.1811

Toll-free: 800.701.7998
Internet: www.dickhampton.com
Founded: 1985

Hercules Freight ships books from printers and fulfillment houses to small and large publishers in the southwestern and western states. Are your freight costs too high? Our book rates are already the lowest, then we discount an additional 77 percent. We give all publishers special accessorial charges, such as call before delivery, power lift, and residential delivery, saving you hundreds of dollars. Hercules Freight cares about you and your books, and that makes us more than just a freight carrier.

Key Personnel

Dick Hampton, dickhampton@frontiernet.net

CATEGORIES: Freight Forwarder (shipping & trucking)

Please see our ad on page XX

Holliston LLC

905 Holliston Mills Road, Church Hill, TN 37642

Main: 800-251-0451 Fax: 423-357-8840

Internet: www.icgholliston.com

Founded: 1895

Holliston LLC is the leading supplier of cloth cover material in North America. For over 100 years, we have supplied well-known products such as Kennett[®], Arrestox B[®], Roxite Buckram, Luminaire, and Sturdite. Holliston products have been used for such products as best-sellers, loose-leaf binders, and religious editions. Our products are a tool for adding the right look, durability and value to your next project.

Key Personnel

Vice President of Sales & Marketing: Gary F. Sweeney, x2247, gsweeney@holliston.com

Account Manager: Scott Hood, 423.341.0405, shood@holliston.com

Marketing: Margaret Culbertson, x2211, mculbertson@holliston.com

CATEGORY: Decorative Cover Materials/Cloth Cover Materials

IBT Global

18 Industrial Park Road, Troy, NY 12180

Main: 518.271.5117 Fax: 518.266.9422

Internet: www.integratedbook.com

Founded: 1991

IBT Global was the first all-digital book manufacturer. Since 1991, we have grown to become a global supplier with facilities in the United States and UK, offering digitally printed, one- and full-color titles on coated and uncoated stocks, with in-house hardcover and a variety of paperback and mechanical bindings. IBT has added editorial, page composition, and project-management services and order fulfillment, both online and offline, combined with warehousing and global distribution and printing. Our specialties include short runs or print on demand from 1 to 1,500 copies. Most recently, variable data printing and archiving with asset management has been added to our services. IBT offers a selection of recycled text papers, and our sales staff has many years of publishing production experience.

Key Personnel

Publishing Services Strategist: Tony Crouch, 13828 West 66th Place, Arvada, CO 80004, 720.255.2432 (main), 925.323.9419 (cell), oxtedman@comcast.net

CATEGORIES: Printer/Manufacturer, Digital Book Manufacturing

Ingram Content Group

14 Ingram Boulevard, LaVergne, TN 37086

Internet: www.ingramcontentgroup.com

Founded: 1970

Ingram is the world's largest and most trusted distributor of physical and digital content. Ingram Content Group provides books, music, and media content to over 35,000 retailers, libraries, schools, and distribution partners in over 200 countries. More than 21,000 publishers use Ingram's fully integrated physical and digital solutions and programs to realize the full business potential of books. Ingram has earned its lead position and reputation by offering excellent service and creating innovative and fully integrated solutions. Our customers have access to best-of-class digital, audio, print, print-on-demand, inventory-management, wholesale, and full-service custom programs.

CATEGORY: Distributor/Wholesaler

Intrepid Group, Inc.

1331 Red Cedar Circle, Fort Collins, CO 80524

Main: 970.493.3793 Fax: 970.493.8781

Internet: www.intrepidgroup.com

Founded: 1983

Intrepid Group, Inc., provides complete order processing, warehousing, and order fulfillment from a centralized location in Colorado. Specialties include trade fulfillment, continuity, direct marketing, copywriting, and advertising.

Key Personnel

President: Erin D. Maranjian, emaranjian@intrepidgroup.com

Vice President: Arthur Maranjian, arthur@intrepidgroup.com

Director of Business Development: Neil McCaffrey, neil@intrepidgroup.com

CATEGORIES: Fulfillment/Warehousing, Marketing/Public Relations

I PRO Business Systems

6811 East Mayo Boulevard, Suite 350, Phoenix, AZ 85054

Main: 866.482.4408, x701 Fax: 440.740.0475

Internet: www.ipubtech.com

I PRO Business Systems is the maker of iPUB, the business software that was created to handle the business needs of publishers, but has now grown to help many other industries. Examples include, but are not limited to, gifts, toys, distribution, music, and photography. iPUB offers two levels of service: _

- The Giallo royalty system for any company paying royalties, but not doing their own fulfillment.
- The iPUB complete system, which handles accounts receivable, order entry, inventory, customer management, sales analysis, and royalties.

Key Personnel

Sales & Marketing: Steve Becker, x 701, stevebecker@ipubsoftware.com

President: Les King, x700, les@ipubsoftware.com

CATEGORY: Online Services/Software

Jamison Design

19375 Lake City Road, Nevada City, CA 95959

Main: 530.265.4649

Internet: www.jamison-design.com

Founded: 1998

Jamison Spittler is an award-winning designer specializing in four-color books, including cookbooks; coffee-table books on art and architecture, history, natural history, and travel; and children's books. Her focus is on creating visually compelling books—books that you want to pick up, books that you want to thumb through, books that you want to keep in your collection.

Jamison Design offers a full range of services, including project management, art direction, design, and production, as well as national and overseas press supervision. The studio's work has been included in the major American and European design magazines, including *Communication Arts*, *Graphis Magazine*, *Graphis Posters*, and *Print Magazine*, and is a part of the permanent collection of the San Francisco Museum of Modern Art.

Key Personnel

Art Director/Designer: Jamison Spittler, jami@jamison-design.com

CATEGORIES: Design/Prepress, Illustrator/Graphic Design

Janice Benight Design Studio

2458 South Eldridge Court, Lakewood, CO 80228

Main: 303.886.0611

Internet: www.janicebenight.com

Founded: 2000

Janice Benight is an experienced graphic designer specializing in book covers and interior page design. Her studio provides design, art direction, and production services for print, Web, and digital-media projects. As a small business owner, Janice is dedicated to giving personal attention to each client and works hard to cultivate and maintain long-term, collaborative relationships. An online portfolio is available on her Web site.

Key Personnel

Owner/Designer: Janice Benight, book_design_studio@comcast.net

CATEGORIES: Design/Prepress, Illustrator/Graphic Design

Jennifer McCord Associates LLC

3700 NE 178th, Lake Forest Park, WA 98155

Main: 206.417.8545 Fax: 206.417.8540

Internet: www.jennifermccord.com

Founded: 1990

Jennifer McCord of Jennifer McCord Associates is a writer, editor, educator, and publishing consultant in Seattle, Washington. In a career spanning more than 25 years, Jennifer has worked in many areas of the publishing industry—from national book retailers and New York publishers to small presses and self-publishing ventures.

For many years, she has dedicated her experience to the success of the Northwest writing community as advisor to University of Washington extension programs, as president of Seattle Free Lances, and as past president of the Pacific Northwest Writers Association. She works extensively with writers and publishers through her consulting and certified creativity coaching business, Jennifer McCord Associates.

Key Personnel

Owner: Jennifer McCord, jenamccord@earthlink.net

CATEGORIES: Editorial Services, Publisher Training

John Hamilton Design

19 Old Town Square, Fort Collins, CO 80524

Main: 970.372.1322 Fax: 970.221.9341

Internet: www.johnhamiltondesign.com

Founded: 2006

John Hamilton Design is a Fort Collins, Colorado-based graphic design studio specializing in book-cover design, with clients nationwide. Our mission is to be a source of compelling and thoughtful designs that will encourage potential readers at the point of contact to buy and read lots of good books.

Key Personnel

Designer: John Hamilton, john@johnhamiltondesign.com

Studio Manager: Nannette Hamilton, nannette@johnhamiltondesign.com

CATEGORIES: Design/Prepress, Illustrator/Graphic Design

Jon R. Tandler, Esq.

c/o Ryley Carlock & Applewhite, Attorneys, 1700 Lincoln Street, Suite 3500, Denver, CO 80203

Main: 303.813.6706 Fax: 303.595.3159

Internet: www.rcalaw.com

Founded: 1948

Jon Tandler is a shareholder of Ryley Carlock & Applewhite, Denver, Colorado and Phoenix, Arizona, and specializes in corporate, intellectual property, and publishing law. Jon serves as outside counsel and provides transactional and business support services for business enterprises, professional service firms, nonprofit institutions, and individuals engaged in many industries, advising them on such matters as corporate governance, legal and business arrangements among business owners, acquisitions, and other commercial projects. Having worked extensively in the publishing industry for over 20 years, Jon is regarded as a legal expert in this field and represents publishers, packagers, agents, trade associations, university presses, authors, and others dealing with transactions, rights analysis and counseling, dispute resolution, and other matters germane to publishing in print and online. Jon serves on the faculty of the

University of Denver Publishing Institute and teaches regularly for trade associations and continuing legal education about copyright and publishing law.

Key Personnel

Jon Tandler, jtandler@rcalaw.com

CATEGORY: Attorney

Law Office of Lloyd L. Rich, P.C.

1163 Vine Street, Denver, CO 80206

Main: 303.388.0291

Internet: www.publaw.com

Founded: 1993

Former publisher with 30 years of publishing experience. Provides legal services and advice to the publishing community. Expertise in intellectual-property-rights protection and exploitation for books, audio, video, electronic media (e-books, databases, and Internet), magazines, and newsletters. Services include contract review, creation, and negotiation; joint ventures; distribution and licensing agreements; copyright and trademark matters; acquisitions and divestitures; and general publishing legal services. Sponsor of the online Publishing Law Center[®], where numerous legal articles are available for downloading, as is a free publishing blog that is frequently updated.

Key Personnel

Lloyd L. Rich, rich@publishingattorney.com

CATEGORY: Attorney

Lehigh Phoenix

18249 Phoenix Drive, Hagerstown, MD 21742

Main: 301.733.0018 Fax: 240.527.2594

Toll-free: 800.632.4111

Internet: www.lehighphoenix.com

Founded: 1979

Lehigh Phoenix is one of the largest sheet-fed printing manufacturers in the United States and the largest component printer with both FSC and SFI certifications. We are a primary provider of cover components, and we also produce heavily illustrated books, including juvenile and coffee-table books; overhead transparencies; inserts; box wraps; game boards; collectible cards; brochures; and posters.

Lehigh Phoenix offers full, in-house digital prepress capabilities, technologically advanced conventional, and UV and digital-printing platforms, as well as a wide array of finishing options.

Key Personnel

Vice President, Sales: Sandy D'Amato, 240.527.2565, sdamato@lehighphoenix.com

Senior Vice President of National Sales & Marketing: John Sabella, 240.527.2543, jsabella@lehighphoenix.com

President: John Carbone, 240.527.2211, jcarbone@lehighphoenix.com

Creative Director: Meghan Shupe, 240.527.2255, mshupe@lehighphoenix.com

Communications Director: Annie Kelley, 240.527.2277, akelley@lehighphoenix.com

CATEGORY: Printer/Manufacturer

Letterary Press LLC

3439 NE Sandy Boulevard, #5100, Portland, OR 97232

Main: 503.922.2310 Fax: 503.922.3428

Toll-free: 888.353.1720

Internet: www.letterarypress.com

Founded: 2006

Letterary Press offers fine letterpress stationery, greeting cards, and limited-edition handmade books. We specialize in literary cards with quotations from great writers and great wits. Custom imprinting is also available. Contact us for details.

Key Personnel

Owner: Marty Brown, info@letterarypress.com

CATEGORY: Printer/Manufacturer (greeting card publisher)

Lulu.com

3101 Hillsborough Street, Raleigh, NC 27607

Main: 919.459.5858 Fax: 919.459.5867

Internet: www.lulu.com

Founded: 2002

Lulu is a one-stop shop where, with a few clicks of a button, anyone can publish their ideas and expertise in a book for free and sell it to customers all over the world through a growing network of retail markets—electronically or in print. Creators keep full creative and copyright control over their titles, set their own price, and keep up to 90 percent of the profits whenever their books sell. Since 2002, over 1.1 million creators from more than 200 countries and territories have published their remarkable works through Lulu.

Key Personnel

Marketing Manager: Gavin Jocius, gjocius@lulu.com

CATEGORIES: Digital Publishing Services, Printer/Manufacturer, Online Services/Software, API/Open Source Developer

Maple-Vail Book Manufacturing/Maple Logistics Solutions

P.O. Box 2695, York, PA 17405

Shipping: 480 Willow Springs Lane, York, PA 17406

Main: 978.858.0900

Toll-free: 800.999.5911

Internet: www.maple.vail.com

Founded: 1901

The Maple-Vail organization comprises four custom-built facilities strategically located in south-central Pennsylvania. Our facilities are located near major interstates, seaports, and small-parcel-mailing hubs. Maple-Vail's manufacturing facility is located in York, Pennsylvania. Our three distribution facilities located in York, Lebanon, and Mount Joy, Pennsylvania, comprise Maple Logistics Solutions. Together, these facilities are designed and equipped to offer complete book-manufacturing services, including digital

scanning, electronic prepress, direct to plate, printing and binding, component printing, warehousing, fulfillment, and distribution services. Digital printing and print-on-demand services are offered in conjunction with our distribution capabilities. This provides our customers with the ability to effectively manage inventory levels over the life cycle of a title. Our customer base includes over 300 publishers. Additional value-added services include kitting and assembly, in-house library services, DVD/CD replication and packaging, and letter shop and invoice printing.

Key Personnel

Vice President of Sales & Marketing: Bill Long, 717.7182402, long@maple-vail.com

Vice President of Sales: Andrew Van Sprang, 717.764.5911, vansprang@maple-vail.com

Vice President of Distribution: Chris Benyovzsky, 717.764.4596, chrisb@maple-vail.com

Distribution Sales Specialist: Joe McLellan, 978.858.0900, mclellan@maple-vail.com

West Coast Sales Representative, Penny Stofko, 717.718.2448, stofko@maple-vail.com

CATEGORIES: Distributor/Wholesaler, Printer/Manufacturer, Warehouse/Fulfillment

Mary Anne Maier Editorial Services

2166 Westlake Drive, Longmont, CO 80503

Main: 303.485.2223 Fax: 303.485.7223

Internet: www.mamediting.com

Founded: 1997

Experienced editor for trade and academic publishers. Always insightful manuscript evaluation and substantive editing; highly effective author consultation and project development; excellent coordination between authors and publishers. Extensive experience working with professionals in various fields on books and other professional writing. Fiction and creative nonfiction editing. Longtime writing coach and teacher.

“Mary Anne Maier is a talented editor and first-rate project manager who dedicates herself to her projects and authors. With an eye toward quality and detail, she is an invaluable part of the publishing team, which is why authors have personally requested to work with her.” —Mark Cohen, Editor-in-Chief, Health Professions, Pearson Education

Key Personnel

Owner: Mary Anne Maier, mamediting@gmail.com

CATEGORY: Editorial Services/Indexing

McNaughton & Gunn, Inc.

P.O. Box 10, Saline, MI 48176

Shipping: 960 Woodland Drive, Saline, MI 48176

Main: 734.429.5411 Fax: 800.677.BOOK (2665)

Internet: www.bookprinters.com

Founded: 1975

Full-service book manufacturer specializing in short to medium runs for web, sheet-fed, and digital printing. E-book conversions are also available. Team members are committed to providing excellent customer service, competitive pricing, and adaptable scheduling for top-quality perfect and case-bound

books. FSC certified since 2007.

Key Personnel

Executive Director Marketing & Sales: Jonnie Bryant, 734.429.8713, jonnieb@mcnaughton-gunn.com

Western Regional Sales Manager (AZ, CA, HI, NV, OR & WA): Frank Gaynor, 707.939.9343,

fgaynor707@aol.com

CATEGORY: Printer/Manufacturer

Media Services Group

2510 West Dunlap Avenue, Suite 250, Phoenix, AZ 85021

Main: 602.674.5800 Fax: 602.674.5874

Toll-free: 800.234.4674

Internet: www.msgl.com

Founded: 1985

Media Services Group provides integrated software solutions aimed at helping publishers run more competitive and profitable businesses. Solutions for book publishers include e-Commerce/digital strategy, rights and royalties, product life cycle management, production and job costing, order entry and fulfillment, warehouse and inventory management, EDI, CRM, financials, and more. Access your data anytime, anywhere from your PC, Mac, smart phone, or tablet.

Key Personnel

Vice President of Sales: Bryan Pellegrini, 623.363.3615, bpellegrini@msgl.com

CATEGORIES: Business Consultant/Broker, Digital Publishing Services, Online Services/Software

Midpoint Trade Books

27 West 20th Street, Suite 1102, New York, NY 10011

Main: 212.727.0190 Fax: 212.727.0195

West Coast Office

248 Third Street, #813, Oakland, CA 94607

Main: 510.872.9431 Fax: 510.380.5162

Internet: www.midpointrade.com

Founded: 1996

General trade distribution company, specializing in small- to medium-sized publishers.

Key Personnel

West Coast Sales Manager: John Teall, john@midpointrade.com

CATEGORY: Distributor/Wholesaler

Please see our ad on page XX

Missing Piece Services

P.O. Box 1721

Camarillo, CA 93010

Main Phone: (323) 524-8067

Internet: www.missingpieceservices.com

Founded: 2010

Whether you're a publisher, author, or company, you are in the business of content creation. From books to blogs, press releases to feature articles, each product requires diverse skills to bring it to completion. Missing Piece can help you create high-quality, high-impact content by providing the professional services your project needs. Our services include writing, editing, development, project management, graphic design, and social media.

Key PERSONNEL

Editor: Allison Scott, 323-524-8067, allison@missingpieceservices.com

Primary category: Editorial Services

new bud press, inc.

1932 Arlington Boulevard, Suite 122, Charlottesville, VA 22903

Shipping: 2519 Hillwood Place, Charlottesville, VA 22901

Main: 434.975.5031 Fax: 434.293.3652

Orders: 434.293.3652

Internet: www.newbudpress.com

Founded: 2004

A content-driven, customer-oriented provider of publishing services for educational and professional publishers, new bud press, inc., provides content editing, taxonomy creation for knowledge-base publishers, and legal, medical, and textbook indexing/tabling services. Our staff has over 30 years of experience in professional publishing services.

The year 2011 marked our foray into publishing, and we prepared a few titles for publication in 2011.

Key Personnel

Publisher: Maurice F. Baggiano, mauri@newbudpress.com

Marketing & Sales: Karen J. Baggiano, 434.981.6331, karen@newbudpress.com

Publishing Assistant: Chris Baggiano, 319.631.5768, chris@newbudpress.com

CATEGORY: Editorial Services/Indexer

The P. A. Hutchison Company

400 Penn Avenue

Mayfield, PA 18433

Main Phone: 570-876-4560

Fax: 570-876-4561

Toll free: 800-872-7768

Internet: www.pahutch.com

Founded: 1911

The P A Hutchison Company is a mid-sized book manufacturer specializing in publications with 1 and 2 color texts, multi-color inserts and soft cover bindings. Our customer base reaches throughout the United States.

We are a 101 year old family business featuring a full-service production operation including digital, sheet-fed and web printing with complete prepress and bindery services in-house. We meet all of your soft cover needs during the course of the life-cycle of your products.

Key Personnel

National Accounts Representative: Jeff McDonald, 716-481-2899, jmcdonald@pahutch.com

Director of Sales: Erin Jones, 800-872-7768, x-222, ejones@pahutch.com

Categories: Printer/Manufacturer, Warehouse/Fulfillment

P. Chan & Edward, Inc.

300 South Harbor Boulevard, Suite 704, Anaheim, CA 92805

Main: 714.535.8662 Fax: 714.535.8667

Internet: www.pchaninc.com

Founded: 1985

With locations in Los Angeles, Idaho, New York, Washington, D.C., Korea, Hong Kong, and China, P. Chan & Edward offers a global network of consulting services relating to commercial printing projects. Over the past two decades, P. Chan & Edward's operational capacities in Asia have enabled us to develop and refine competitive pricing models while adhering to world-class printing standards. By continually striving to strengthen our relationships with our overseas vendors, P. Chan & Edward is able to offer high-quality service specifically tailored to the needs of each and every individual client.

Key Personnel

President: Chan Park

Sales and Marketing Director: Cindy Peer, 208.255.7138, cpeer@pchaninc.com

CATEGORY: Printer/Manufacturer

Phoenix Infotech

D-1, Jains Arunodhaya, 5/2 Jagannathan Road, Nungambakkam, Chennai, Tamilnadu, India 600034

Main: 91.9840689444

Internet: www.phoenixinfotec.com

Founded: 2010

Phoenix Infotech is a leading e-publishing and prepress provider based in the south Indian city of Chennai. We are currently servicing some of the leading global publishers.

Key Personnel

CEO: P. Venkatesh, venkatp@phoenixinfotec.com

CATEGORIES: Digital Publishing Services, Design/Prepress, Editorial Services/Indexer, Online Services/Software

Ponderosa Pine Design

10760 Santa Fe Road, Reno, NV 89508

Main: 775.351.5634

Internet: www.ponderosapinedesign.com

Founded: 1998

Vicky Shea is a freelance book designer offering many services, from book design to book packaging, taking a project from beginning to print-ready files, or working from established design to create print-ready files. Her clients include Arizona Highways, becker&mayer! Books, Cider Mill Press, Consumer Reports, the Grand Canyon Association, Klutz, Rodale, Sourcebooks, Sterling Publishing, and Storey Publishing. Her experience includes cover and interior design and layout, and she works extensively with authors, illustrators, and photographers. She has gone on press checks in Hong Kong, Korea, and Japan, giving her a great understanding of the printing process. Vicky graduated from The Art Institute of California, San Diego, with honors, in graphic design, and started her career at ad agencies and several other companies. She eventually went to work for Tehabi Books and later worked in-house at BowTie Press and Storey Publishing.

Key Personnel

Book Designer, Owner: Vicky Shea, vickyponderosapine@me.com

CATEGORIES: Design/Prepress, Digital Publishing Services, Illustrator/Graphic Design

The Printed Page

4802 East Ray Road, #23-249, Phoenix, AZ 85044

Main: 480.460.1707 Fax: 480.460.0869

Internet: www.theprintedpage.com

Founded: 1990

All facets of book production: interior book design and typesetting, cover design, bar codes acquisition, proofreading, indexing, and print coordination. Exceptional design and layout for book projects, including design for all types of business books, technical guides, historical reference books, and directories, as well as layout for general fiction. With more than 20 years of experience, Lisa Liddy and the Printed Page have been instrumental in producing high-quality products for publishers across the United States. Experience with traditional books from 16 pages to 700+ pages, as well as e-publishing, and with publishers printing from 10 copies to over 4 million copies.

Key Personnel

Designer/Owner: Lisa Liddy, printedpage@cox.net

CATEGORIES: Design/Prepress, Digital Publishing Services

Please see our ad on page XX

PublishNext

P.O. Box 2222, Poulsbo, WA 98370

Shipping: 18864 Front Street NE, Suite 200, Poulsbo, WA 98370

Main: 206.922.0418 Fax: 206.673.2226

Internet: www.publishnext.com

Founded: 2009

Our ghost publishing program provides authors and organizations the ability to efficiently launch their own imprints and become true independent publishers. We enable authors and independent publishers to publish quality books that will receive broad acceptance in the market and generate strong sales. We provide publishing coaching, high-quality editorial and design services, print-production management, and full marketing and distribution services.

Key Personnel

Publisher: Randy Kuckuck, Randy.Kuckuck@publishnext.com

Marketing Director: Trudy Catterfeld, Trudy@publishnext.com

CATEGORIES: Publisher Training, Editorial Services/Indexer, Design/Prepress, Marketing/Public Relations, Distributor/Wholesaler

Publishing Institute at the University of Denver

2000 East Asbury Avenue, Denver, CO 80208-0940

Main: 303.871.2570 Fax: 303.871.2501

Internet: www.du.edu/publishinginstitute

Founded: 1976

The Publishing Institute is an intensive post-graduate, summer, certificate program that devotes itself to the process of book publishing. The institute's courses are taught by industry professionals who represent trade, university, textbook, and small, independent presses located throughout the United States. Graduates from the program have found positions in publishing companies around the world. The institute maintains a private listserv of program alumni to which it sends job announcements related to book publishing. If you would like to recruit applicants for your open positions through the Publishing Institute, please contact us at pi-info@du.edu.

Key Personnel

Primary Director: Joyce Meskis, 303.871.7691, joyce.meskis@du.edu

Co-Director: Jill Smith, 303.871.2570, jill.smith@du.edu

CATEGORY: Publisher Training

ReadHowYouWant

Sydney, Australia

Internet: www.readhowyouwant.com

Founded: 2005

ReadHowYouWant is an Australia-based company that partners with publishers to provide content in a full range of alternative formats. The company's proprietary, patent-pending technology provides an efficient means of converting texts into many large-print formats, downloadable braille, and DAISY, e-book, and specialized formats for readers with disabilities. The company provides Internet marketing services, sales-channel support, and distribution through Amazon.com, Ingram Publisher Services, and the company's Web site. ReadHowYouWant provides publishers with a turnkey solution for complying with disability discrimination legislation and the evolving requirements of the educational marketplace.

Key Personnel

General Manager: Jon Attenborough, jon@readhowyouwant.com

Publisher Representative: Bradi Grebien-Samkow, 971.340.9853, bradi@readhowyouwant.com

CATEGORIES: Custom Publishing/Assistive Material Provider, Digital Publishing Services

Regent Publishing Services

5105 Twinlakes Court, Fairfield, CA 94534

Main: 707.939.7401 Fax: 707.402.6489

Internet: www.regent-hk.com.hk

Founded: 1985

Regent Publishing Services is a Hong Kong-based print brokerage offering overseas printing, binding, assembly, and shipping for all of your print projects. Our combination of experience and longevity in Southeast Asia ensures that you will receive competitive pricing in the world market.

Key Personnel

Sales Manager: Domini Williams, domini@regentpublishingservices.com

San Diego office: Valerie Harwell, 9276 Scranton Road, Suite 120, San Diego, CA 92121, 858.455.5600, valerie@regentpublishingservices.com

New York office: Mark Solomon, 276 Fifth Avenue, Suite 205, New York, NY 10001, 212.779.1261, mark@regentpublishingservices.com

CATEGORIES: Printer/Manufacturer, Business Consultants/Broker, Design/Prepress, Digital Publishing Services

RLO Media Productions

1710 NW 110th Street, Vancouver, WA 98685

Main: 360.989.0642 Fax: 360.258.1472

Founded: 2010

RLO Media Productions represents publishers in sales, distribution, marketing, production services, packaging, and editing services.

Key Personnel

Director: Dick Owsiany, 503.936.6727, dickows@gmail.com

Sales Director: Ken Rowe, 360.989.0642, kenerowe@msn.com

CATEGORIES: Distributor/Wholesaler, Marketing/Public Relations, Warehouse/Fulfillment

Roswell Bookbinding

2614 North 29th Avenue, Phoenix, AZ 85009

Main: 602.272.9338 Fax: 602.272.9786

Toll-free: 888.803.8883

Internet: www.roswellbookbinding.com

Founded: 1960

Roswell Bookbinding has provided quality bindings for 50 years. With our skilled employees and automated equipment, we can efficiently produce short-, medium-, and long-run orders at competitive prices. We offer a complete line of bookbinding services, including hardcover and softcover edition bindings, library bindings, limited editions, portfolios, custom bindings, specialty boxes, and digitally printed books.

Key Personnel

President: Mike Roswell, x300, mikeroswell@roswellbookbinding.com

Trade Estimating: Daniel Bills, x102, danielbills@roswellbookbinding.com

Specialty Manager/Estimating: Martha Reed, x114, marthareed@roswellbookbinding.com

Trade Customer Service: Jim Dew, x111, jimdew@roswellbookbinding.com

Trade Specialty Customer Service: Rachel Vrtis, x128, rachelvrtis@roswellbookbinding.com

Library Customer Service/Estimating: Elfrida Ruiz, x109, elfridaruiz@roswellbookbinding.com

CATEGORY: Printer/Manufacturer

Rudy Ramos Design Studio

3810 North Woodridge Way, Flagstaff, AZ 86004

Main/Fax: 928.556.8687
Founded: 1997

Art direction and graphic design. Nineteen years of award-winning book design, jackets, and promotional materials. Complete project management. Portfolio available for review.

Key Personnel

Rudy Ramos, rramos1047@aol.com

CATEGORY: Design/Prepress

Ryan Indexing

Portland, OR

Main: 415.810.4858

Internet: www.ryanindexing.com

Founded: 2007

Ryan Indexing provides professional freelance indexing services for authors, packagers, and publishers. I deliver quality indexes on time and meet all style and format specifications. From biographies and the classics to books on storm water and toxicology, I write indexes for trade and scholarly publications in numerous subject areas, and all projects are welcome. Subject specialties include physical and life sciences, environmental-impact assessment, land-use policy and planning, and natural-resource management and regulation. Please contact me to discuss your indexing needs; I look forward to working with you.

Key Personnel

Sheila M. Ryan, ryanindexing@gmail.com

CATEGORY: Indexing

SachManya Inc. (DBA KitePress)

440 North Wolfe Road, Sunnyvale, CA 94085

Main: 408.689.7167 Fax: 440.425.8871

Internet: www.kitepress.net

Founded: 2009

SachManya's KitePress platform provides an affordable and fast Web-based service for publishers and authors to build interactive and multimedia children's fixed layout e-books and apps for iOS, Android, Nook Color, Kindle Fire, and more. Publishers and authors can also leverage SachManya's Kite Readers marketing and distribution services to grow their sales across major e-book retailers.

Key Personnel

CEO: Chintu Parikh, 408.782.4557, chintu@sachmanya.com

CTO: Aarti Parikh, 408.689.7167, aarti@sachmanya.com

CATEGORY: Digital Publishing Services

SCB Distributors

15608 South New Century Drive, Gardena, CA 90248

Main: 310.532.9400 Fax: 310.532.7001

Toll-free: 800.729.6423

Internet: www.scbdistributors.com
Founded: 1989

Full-service national trade-booth distributor to the United States and Canada.

Key Personnel

President: Aaron Silverman, aaron@scbdistributors.com
Sales & Marketing: Gabriel Wilmoth, gabriel@scbdistributors.com
General Manager: Victor Duran, victor@scbdistributors.com
Sales Representative (WY, CO, AZ, NM, UT): Dory Dutton
Sales Representative (MT, ID, WA, OR, AK): Bob Harrison
Sales Representative (Southern California, Southern Nevada): Dory Dutton
Sales Representative (Northern California, Northern Nevada): Lise Solomon
Sales Representative (Northern California, HI): Howard Karel
CATEGORY: Distributor/Wholesaler

SellBetter Tools

P.O. Box 50186, Phoenix, AZ 85076
Main: 602.438.2345 Fax: 800.819.9087
Toll-free: 800.816.7710

Internet: www.sellbettertools.com

Founded: 1989

SellBetter Tools is a publisher of books and software and a provider of online services to facilitate e-commerce. We have a special affinity for publishers, authors, speakers, coaches, consultants, professionals, health-care providers, nonprofits, professional associations, and others in the training and education field. Services include SellBetterToolBox.com, an online shopping cart and e-mail marketing system; KillerSalesLetter.com, an online service that helps create sales messages; and wpSiteCopy.com, software to backup and clone WordPress websites.

Key Personnel

President: Rich Hamilton, rich@sellbetter.com
CATEGORY: Online Services/Software

Summer Publishing Workshops/SFU

Simon Fraser University, Vancouver, Suite 3573, 515 West Hastings Street, Vancouver, BC, V6B 5K3
Canada
Main: 778.782.5241 Fax: 778.785.5239
Internet: www.sfu.ca/pubworks
Founded: 1996

The Summer Publishing Workshops at Simon Fraser University in Vancouver, the leading publishing-training program in Canada, focus on six topic areas: book publishing, magazine publishing, editing, writing, new media, and design. The workshops are developed in association with North America's foremost publishing professionals. The workshops attract early to midlevel publishing professionals from across North America and, increasingly, from overseas.

Key Personnel

Director: Suzanne Norman, pubworks@sfu.ca

CATEGORY: Publisher Training

Shadow Canyon Graphics

454 Somerset Drive, Golden, CO 80401

Main: 303.278.0949 Fax: 303.279.5831

Internet: www.shadowcanyongraphics.com

Founded: 1978

Book design and typography, cover and jacket design, project coordination, editorial and indexing services, publishing consulting.

Key Personnel

Owner: Dianne J. Nelson, dnshadow@earthlink.net

Assistant Designer: Laura Kedro

CATEGORIES: Design/Prepress, Editorial Services/Indexing

SHELFish

64 Ontario Court

Boulder, CO 80303

Shipping Address (if different):

Main Phone: 303-543-0542

Internet: <http://www.shelfish.weebly.com>

Barbara Richardson <barbarakayrich@gmail.com>

Founded: 2012

SHELFish helps authors and publishers bring beautiful books to life. From content editing and proofreading to cover design and typesetting, we take pride in every step of the pre-publication process. Our clients value our creativity, our efficiency, our attention to detail, and our constant efforts to reduce stress, anguish, and unpleasant surprises—all for a great price. We invite you to explore our website to get a sense of who we are and how we work. (The "About" page is chock-full of helpful tips and hints.) If you think we might be a good fit, drop us a line!

Key Personnel

Book Designer: Jeff Fuller, 303-543-0542 j.b.fuller@comcast.net

Editor: Barbara Richardson, 801-661-6177 barbarakayrich@gmail.com

Categories: Book Design/Prepress, Editorial Services/Indexer, Illustration/Graphic Design

Sheridan Books, Inc.

100 North Staebler Road, Ann Arbor, MI 48103

Main: 734.475.9145 Fax: 734.475.7337

Toll-free: 800.999.2665

Internet: www.sheridan.com/books

Founded: 1950

Sheridan Books, Inc. is a leading book manufacturer providing professional publishers and self-publishers complete book-manufacturing services. Sheridan Books provides sheet-fed and web-offset printing, digital on-demand printing, and e-book conversion and distribution product offerings. Sheridan Books is one of five Sheridan Group companies providing print, publishing services, and technology solutions to the publishing industry. The Sheridan Group is headquartered in Hunt Valley, Maryland.

Key Personnel

Sales Manager: Mary Heim, 734.661.8405, mary.heim@sheridan.com

Sales Manager: Bob Kreger, 734.661.8427, bob.kreger@sheridan.com

Sales Representative: Greg Graalfs, 831.440.1300, greg.graalfs@sheridan.com

Sales Representative: Kathy Brown, 734.661.8412, kathy.brown@sheridan.com

CATEGORY: Printer/Manufacturer

The Siburg Company

6347 East Windstone Trail, Cave Creek, AZ 85331

Main: 480.502.2800 Fax: 480.502.2804

Internet: www.thesiburgcompany.com

Founded: 2000

The Siburg Company is a boutique media consulting firm that specializes in financial and operational consulting with an emphasis on mergers and acquisitions in the publishing industry.

Key Personnel

Managing Director: Daniel R. Siburg, CPA, CVA, Dan.Siburg@thesiburgcompany.com

CATEGORY: Business Consultants/Broker

Siliconchips Services Ltd.

New Bond House, 124 New Bond Street, London W1S 1DX England

Main: 44.0.2033.551.644

Internet: www.siliconchips-services.com

Founded: 2009

We are a London-based e-content management and prepress publishing company with a delivery center in India. We provide customized and technology-driven services for publishing, premedia, and content data conversion to help our clients redefine the value of their content.

Siliconchips Services helps global companies gain the competitive advantage through its capabilities in digital-media innovation and world-class content production and publishing. Siliconchips Services enables organizations to achieve operational excellence and unlock the potential of new revenue opportunities in a continuously evolving digital marketplace. We work closely with publishers and book-

production companies producing products in the fields of education, STM, humanities and social sciences, and directories.

Our production team specializes in books, journals, magazines, directories, and newspaper print production. We offer typesetting services, conversion services, XML conversion, anatomical charts customization, e-book services, translation services, copyediting, scanning, and OCR services out of our delivery center. Our commitment is to provide effective solutions that translate into tangible business outcomes for our clients. Our approach generates high business value for our clients. Our customer-centric philosophy is further strengthened by a key account management process to find more ways to delight our customers.

We have established a reputation for flexibility, dedication, accountability for meeting our promises, and unparalleled customer service.

Key Personnel

Director: Shahid Chowdhary, shahid@siliconchips-services.com

Consulting Advisor: Chris Curtis, chris@siliconchips-services.com

CATEGORIES: Design/Prepress, Digital Publishing Services, Editorial Services/Indexer, Illustrator/Graphic Design, Online Services/Software

Sir Speedy Scottsdale

15776 North 76th Street, Scottsdale, AZ 85260

Main: 480.947.7727 Fax: 480.946.3957

Toll-free: 800.947.7727

Internet: www.sirspeedyscottsdale.com

Founded: 1969

Sir Speedy Scottsdale was started in early 1969, at a time when "quick printing" was an unknown and risky venture. The company's entrepreneurial dream and vision helped it evolve into one of the nation's leading business printing establishments. Sir Speedy Scottsdale's reputation for top quality and impeccable service continues to be the cornerstone of its growth and development from part of the grass-roots of a fledgling industry to market leadership in a mature and dynamic segment.

Key Personnel

Vice President, Operations: Mike Bercaw, x203, mbercaw@sirspeedyscottsdale.com

Printing & Marketing Specialist: Doug DeVoe, x253, ddevoe@sirspeedyscottsdale.com

CATEGORIES: Design/Prepress, Illustrator/Graphic Design, Printer/Manufacturer

Smith Publicity, Inc.

1930 East Marlton Pike, Suite I-46, Cherry Hill, NJ 08003

Main: 856.489.8654 Fax: 856.504.0136

Internet: www.smithpublicity.com

Founded: 1997

Smith Publicity is a full-service book promotion, book marketing, and public relations agency with offices in New Jersey, New York City, Toronto, Los Angeles, and London. Since 1997, the firm has promoted over 1,000 books and authors. Clients of Smith Publicity have appeared on virtually every major radio and

television show and been featured in top publications across the United States, Canada, and the United Kingdom.

Key Personnel

CEO: Dan Smith, x101, dan@smithpublicity.com,

Sandra Poirier Diaz, x301, sandy@smithpublicity.com

CATEGORY: Marketing/Public Relations

Southwest Indexing

3120 West Carefree Highway, #1-544, Phoenix, AZ 85086

Main: 602.402.7999 Fax: 623.748.3384

Internet: www.sw-indexing.com

Founded: 1988

Providing indexing services to authors, publishers, and packagers for print materials in English and Spanish. I have a specialty in scientific materials—engineering, chemistry, physics, biology—but am equally comfortable working on nontechnical trade books, textbooks, or encyclopedias.

Key Personnel

Indexer & Sole Proprietor: Janet Perlman, jperlman@aol.com

CATEGORY: Editorial Services/Indexer

Spectrum PrintGroup, Inc.

2455 Bennett Valley Road, C-220, Santa Rosa, CA 95404

Main: 707.542.6044 Fax: 707.542.6045

Toll-free: 888.340.6049

Internet: www.spectrumprintgroup.com

Founded: 1985

Bringing together the best of the East and the West in book-manufacturing services, we are West Coast account representatives for Friesens of Altona, Manitoba, and Golden Cup Printing Company of Hong Kong/China. We offer a full range of book-manufacturing services for high-quality color and black-and-white text and component printing. We have more than 25 years experience working in the book-manufacturing industry and 20 years experience serving our western U.S. clientele. Our mission is to help our publishing clients achieve long-term success.

Key Personnel

President: Duncan McCallum, x102, duncan@spectrumprintgroup.com

Production Manager: Ronda Fleming, x103, ronda@spectrumprintgroup.com

CATEGORY: Printer/Manufacturer

Taylor Specialty Books

1550 West Mockingbird Lane, Dallas, TX 75235

Main: 402.933.5275 Fax: 800.203.9778

Internet: www.taylorspecialtybooks.com

Founded: 1943

The low-cost domestic supplier for four-color books in North America.

Key Personnel

Vice President, Sales & Marketing: Kim Hawley, khawley@taylorpub.com

West Coast Sales: George Levesque, 314.409.8862, glevesque@taylorpub.com

CATEGORY: Printer/Manufacturer

Thomson - Shore, Inc.

7300 West Joy Road, Dexter, MI 48130

Main: 734.426.3939 Fax: 800.706.4545

Internet: www.thomsonshore.com

Founded: 1972

Thomson-Shore is a full-service book manufacturer that maintains a high level of quality and customer service. In addition to their conventional printing and binding equipment, they offer digital books and conversion to e-books. They also offer distribution and fulfillment. Thomson-Shore—helping you put your best book forward.

Key Personnel

President & Chief Executive Officer: Kevin Spall, kevins@thomsonshore.com

Vice President of Sales & Marketing: Terri Barlow, 734.426.6214, terrib@thomsonshore.com

Regional Sales Manager: Dave Raymond, 734.646.2902, daver@thomsonshore.com

CATEGORY: Printer/Manufacturer, Digital Publishing Services

Total Printing Systems

201 South Gregory Drive, Newton, IL 62448

Main: 660.376.3543 Fax: 660.258.7798

Toll-free: 800.369.2646

Internet: www.tps1.com

Founded: 1973

Total Printing Systems (TPS) offers digital and offset book manufacturing in short to medium print runs. Using state-of-the-art equipment, including our new Trupress Jet 520 color digital web press and Kodak Nex presses, TPS produces single and multicolor books, including trade books, children's books, textbooks, and cookbooks.

Our bindery offers all binding styles, from saddle stitch and perfect bound to hard case and plastic spiral. Located in Newton, Illinois, we provide quotes for your budgeting needs, as well as inventory management, warehousing, fulfillment, and distribution services.

Key Personnel

President: Richard M. Lindemann, rich@tps1.com

National Accounts Manager: Charlie Tlapa, 630.615.1527, charlie@tps1.com

Inside Sales Manager: Darrin Sappenfield, darrin@tps1.com

CATEGORY: Printer/Manufacturer

Unishippers of Montana

P.O. Box 8863, Kalispell, MT 59904

Main: 406.261.4224 Fax: 866.422.9390

Toll-free: 800.506.5535

Founded: 1987

Unishippers helps small and medium-sized companies improve the quality and reduce the cost of their shipping. Unishippers helps with both small-package shipping and LTL motor freight through our partnership with over 50 carriers, including UPS. To or from any point in the United States, Canada, or Mexico, Unishippers can help.

Key Personnel

Owner: Peter Saunders, peter.saunders@unishippers.com

CATEGORY: Freight Forwarder

Versa Press

1465 Spring Bay Road, Peoria, IL 61611

Main: 309.822.8272 Fax: 309.822.8141

Toll-free: 800.447.7829

Internet: www.versapress.com

Founded: 1937

Versa Press has been manufacturing quality soft-cover and hard-cover books for a national base since 1937. We are suited for short to medium press runs, producing high-quality, one-color to four color process text and covers, in a wide variety of trim sizes. What really sets Versa Press apart is our commitment to service and cost-effectiveness. A large part of that commitment is our continuing major investment in the latest technology in every phase of our operation.

KEY PERSONNEL

Sales Representative: Tom Hranka, thranka@versapress.com

Sales Representative: Karen Kircher, kkircher@versapress.com

Sales Representative: Jim Clemons, jclemons@versapress.com

Sales Representative: Pam Janz, pjanz@versapress.com

CATEGORY: Printer/Manufacturer

VisualML

500 East Whitestone Boulevard, #2019, Cedar Park, TX 78630

Toll-free: 855.611.3861

Internet: www.visualml.com

Founded: 2009

VisualML is the XML-First publisher platform that guides your team from editorial curation through final content output to print, e-book, and content-selling websites. Using the latest Internet and XML technologies, the VisualML platform provides an intuitive interface and a centralized content repository that dramatically improves publisher efficiency. VisualML has offices in Austin, Texas; San Francisco, California; Chicago, Illinois; New York City; and Hang Zhou, China.

Key Personnel

CEO: Craig Miller, cmiller@visualml.com

President: Liam Shepherd, liam@visualml.com

E-publishing Associate: Jama Drake, jdrake@visualml.com

CATEGORY: Digital Publishing Services

Walsworth Publishing Company

306 North Kansas Avenue, Marceline, MO 64658

Main: 660.376.3543 Fax: 660.258.7798

Toll-free: 800.369.2646

Internet: www.walsworthprinting.com

Founded: 1937

Walsworth is a family-owned, full-service book-manufacturing company. We offer complete electronic prepress services, including computer to plate. Our press capabilities range from digital printing to one-to-ten color printing on sheet-fed and web presses. Binding options include saddle-stitch, perfect bind, PUR, mechanical bind, notch bind, Symthe-sewn, or adhesive case binding.

Key Personnel

Sales Representative (Denver, CO): Rod Barbera, 303.766.5255, rod.barbera@walsworth.com

Sales Representative (Sacramento, CA): Tom Hall, 888.327.7700, tom.hall@walsworth.com

Sales Representative (Portland, OR): Dan Schmitz, 503.723.5002, dan.schmitz@walsworth.com

Sales Manager (Marceline, MO): David Sutch, 626.793.8114 x3354, david.sutch@walsworth.com

CATEGORY: Printer/Manufacturer, Digital Publishing Services, Paper Supplier

Ware-Pak, LLC

2427 Bond Street, University Park, IL 60484

Main: 708.534.2600 Fax: 708.534.7809

Internet: www.ware-pak.com

Founded: 1963

Ware-Pak provides warehousing and fulfillment services to publishers. Choose only the services you need: storage, order fulfillment, e-commerce, kit or assembly of adoptions or point-of-purchase displays, call center (processing of orders via e-mail, Web, mail, fax, and telephone), credit and collections, credit card processing, sales reporting, sales commissions, and royalty payments. Our technology is the best in the industry, and so are our people. Access your complete account information online, anytime, 24/7.

Key Personnel

President: Keith Shay, 708.587.4116, kshay@ware-pak.com

Business Development: Matthew Kurtis, 708.587.4130, mkurtis@ware-pak.com

CATEGORY: Warehouse/Fulfillment

WaveCloud Corporation

8055 East Tufts Avenue, Suite 250, Denver, CO 80237

Main: 303.904.1376

Internet: www.wavecloud.com

Founded: 2011

WaveCloud is a publishing-industry technology startup located in Denver, Colorado. WaveCloud is bringing to market an innovative community designed for readers, authors, agents, and publishers alike. Offering e-book distribution and marketing programs, WaveCloud is helping the publishing industry adjust to the changing tastes of readers.

KEY PERSONNEL

CMO: Bill Van Orsdel, bill.vanorsdel@wavecloud.com

COO: Scott French, 303.807.0761, scott.french@wavecloud.com

CATEGORIES: Digital Publishing Services, Online Services/Software

Worzalla

3535 Jefferson Street, Stevens Point, WI 54481

Main: 715.344.9600 Fax: 715.344.2578

Internet: www.worzalla.com

Founded: 1892

Worzalla is one of the most versatile book plants in the industry—a 100 percent employee-owned company that has been in business since 1892. Our service offering and capabilities include:

- Comprehensive prepress services
- One- through six-color printing of text, covers, and jackets
- Hard- and soft-cover bindings
- Competitive pricing
- Advice in choosing options to suit your budget
- Service! Service! Service!
- Dependable on time delivery
- All under one roof in one central location (Stevens Point, WI)

At Worzalla, every associate is an owner who takes personal pride in your book. We are dedicated to meeting and exceeding your expectations for quality, service, delivery, and competitive pricing. We understand that it's not just another book—it's your book!

Key Personnel

Sales Executive: Bruce Bracken, 2378 East Bear Hill Drive, Draper, UT 84020, 801.523.6007,
bbracken@worzalla.com

Sales Executive: Rick Hanaway, 3714 204th Court NE, Sammamish, WA 98074, 425.412.0244,
rhanaway@worzalla.com

CATEGORY: Printer/Manufacturer